

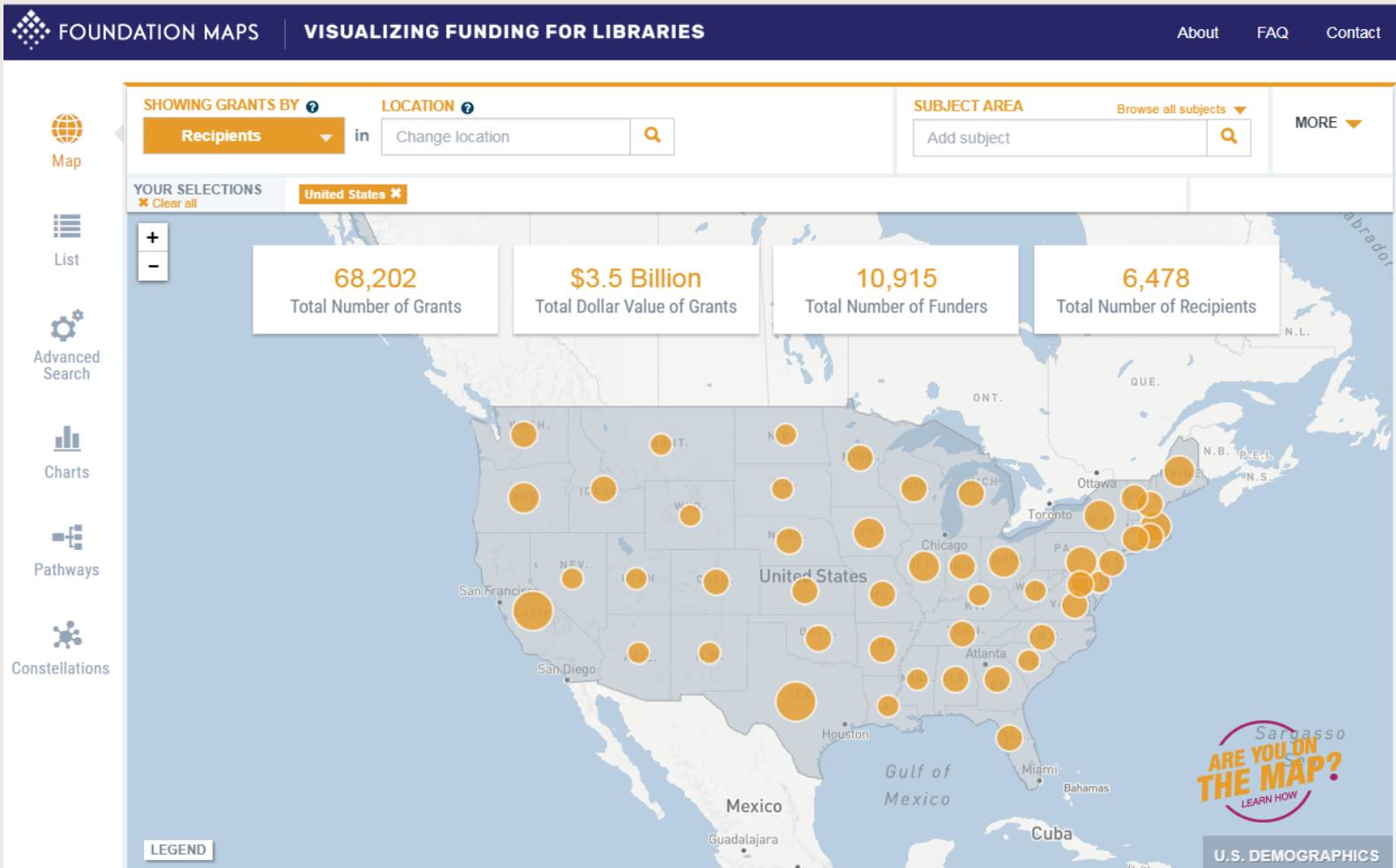


FOUNDATION CENTER

# FINDING FUNDING FOR LIBRARIES

**SUSAN BAIER**  
**February 5, 2019**

# Visualizing Funding For Libraries: A Project of Foundation Center with support from the Knight Foundation





**Visualizing Funding For Libraries:  
A Project of Foundation Center  
with support from the  
Knight Foundation**

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**Go to:  
[libraries.foundationcenter.org](http://libraries.foundationcenter.org)**

**Follow:  
[@grantspace](#)  
[@fdncenter](#)**

# The Most Important Things You Need To Know To Secure Grants For Your Library



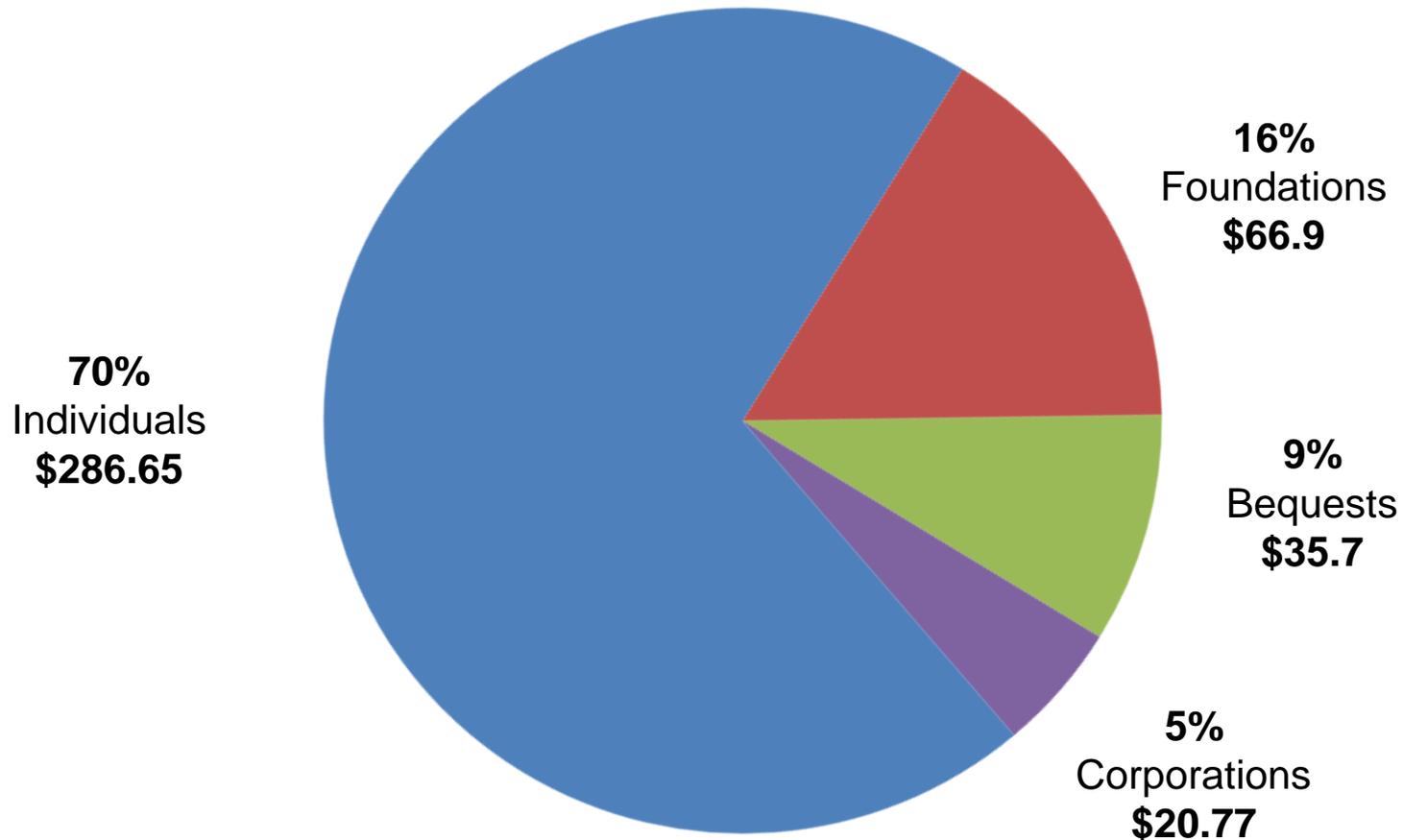
**#1**

**It's Hard to Survive  
On One Funding Source  
Alone**



# Private Contributions By Source

**Total Giving: \$410 (\$ in billions)**



Source: [Giving USA 2018, Giving USA Foundation.](#)

Researched and written by the Center On Philanthropy at Indiana University

**#2**

**Not All Foundations  
Are Alike**



# Private Foundations

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**There Are Three Main Types:**

**Independent**

**Company-sponsored**

**Operating**

- **Friends group**

# Other Types of Grantmakers

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## Direct Corporate Giving Programs

### Grantmaking Public Charities

- Community Foundations
- Population or Issue Oriented Foundations

#3

Foundations MUST  
Give Money Away



# Funder Motivations

## Private Foundations

Primarily want to fulfill philanthropic goals and interests while supporting a variety of issues through an objective process

## Corporations

Tend to focus more on branding, visibility and Corporate Social Responsibility (CSR)

## Grantmaking Public Charities

Typically want to make an impact in designated communities or regions, or focus on specific population groups or issue areas

**#4**

**Grantseeking Is Never  
About The NEED Of Your  
Library**



**#5**

**To Get The Grant, You Have  
To Find The Right Match**

**Who funds in my area of interest and  
the population I serve?**

**Who funds in my geographic region?**

**Who will provide the support I need?**

# **#6**

## **Do Your Homework First**

**Who funds in my area of interest and  
the population I serve?**

**Who funds in my geographic region?**

**Who will provide the support I need?**

# **#7**

## **Asking the Right Questions**

**Has the funder supported organizations like mine?**

**What size grants has the funder given?**

**What are the true costs of my project?**

# { libraries.foundationcenter.org }



**VISUALIZING FUNDING FOR LIBRARIES**

**DATA TOOL**

**TRAINING**

CHAT

## Track and Find **FUNDING FOR LIBRARIES**

A data tool and capacity building training to help libraries and their supporters thrive

**EXPLORE DATA TOOL**

**EXPLORE TRAINING**

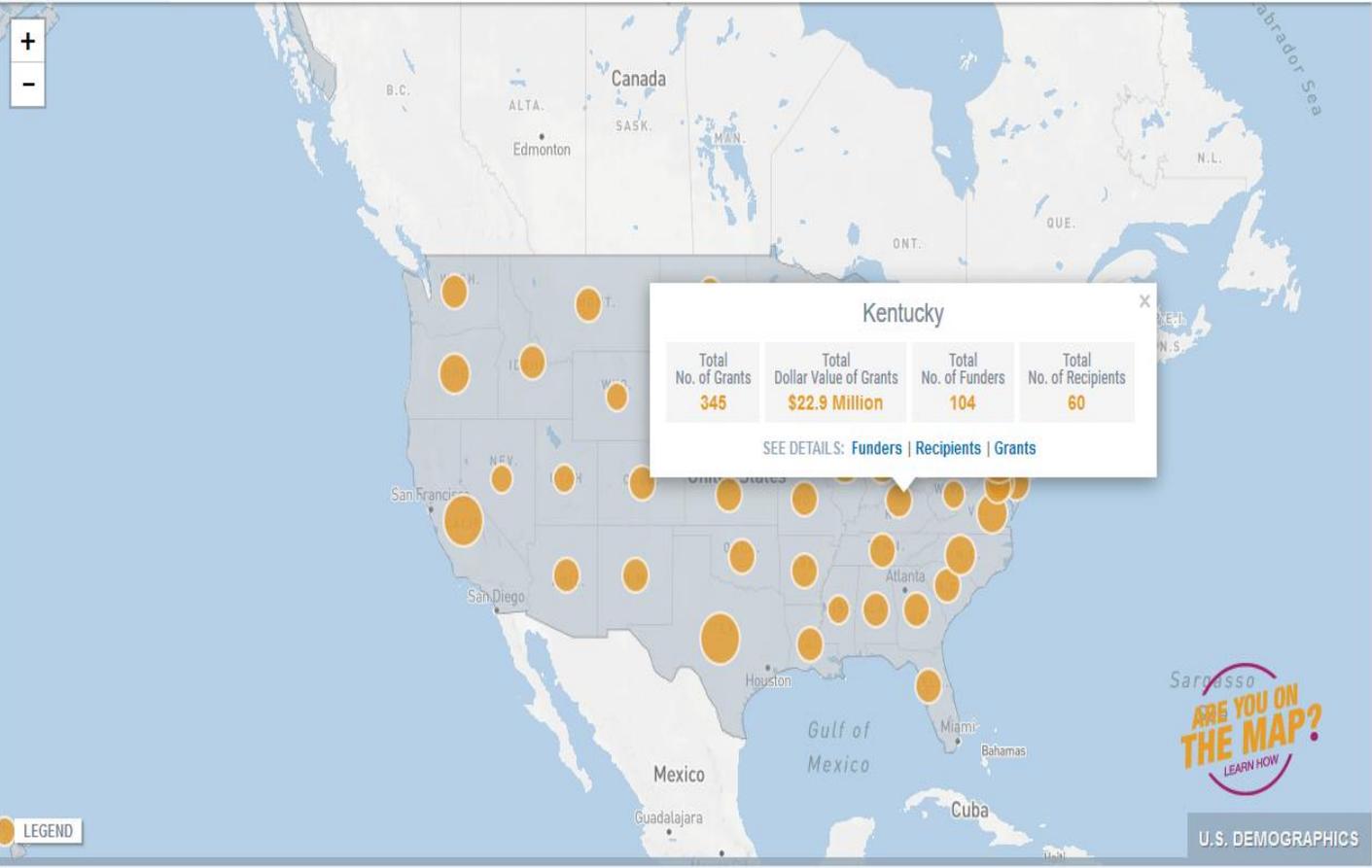




SHOWING GRANTS BY **Recipients** in

SUBJECT AREA   [Browse all subjects](#) **MORE**

YOUR SELECTIONS [Clear all](#)



LEGEND



U.S. DEMOGRAPHICS

SHOWING GRANTS BY

Recipients

YOUR SELECTIONS

Clear all

+  
-



Map



List



Advanced Search



Charts



Pathways



Constellations

LEGEND

FUNDERS

RECIPIENTS

GRANTS

Funders funding organizations based in Kentucky; starting in year(s) 2006 to present

Funder Name	City	State	Country	* Dollar Value of Grants	Number of Grants	Details
The Community Foundation of Louisville, Inc.	Louisville	KY	United States	\$6.6 Million	28	
The Andrew W. Mellon Foundation	New York City	NY	United States	\$6.1 Million	15	
Bill & Melinda Gates Foundation	Seattle	WA	United States	\$3.2 Million	7	
James Graham Brown Foundation, Inc.	Louisville	KY	United States	\$2.9 Million	5	
The C.E. & S. Foundation, Inc.	Louisville	KY	United States	\$892,500	20	
E. Rhodes & Leona B. Carpenter Foundation	Philadelphia	PA	United States	\$600,000	3	
Harley C. & Mary Hoover Price Foundation	Brooklyn	OH	United States	\$277,894	5	
Mildred V. Horn Foundation	La Grange	KY	United States	\$243,956	9	
John S. and James L. Knight Foundation	Miami	FL	United States	\$233,600	2	
The J & L Foundation	Louisville	KY	United States	\$130,000	8	

Showing 1 to 10 of 104 entries

1 2 3 4 5

\* These totals may include re-granted funds.

Browse all subjects

MORE



U.S. DEMOGRAPHICS

Clear all Kentucky



List



Advanced Search



Charts



Pathways



Constellations

352

Total Number of Grants

\$23 Million

Total Dollar Value of Grants

108

Total Number of Funders

62

Total Number of Recipients

FUNDERS

RECIPIENTS

GRANTS

Recipients based in Kentucky; starting in year(s) 2006 to present

Recipient Name	City	State	Country	* Dollar Value of Grants	Number of Grants	Details
Louisville Free Public Library Foundation	Louisville	KY	United States	\$8.7 Million	124	
Appalachian College Association	Berea	KY	United States	\$5.1 Million	12	
Chief Officers of State Library Agencies	Lexington	KY	United States	\$1.9 Million	4	
Kentucky Department for Libraries and Archives	Frankfort	KY	United States	\$1.4 Million	3	
Transylvania University	Lexington	KY	United States	\$1 Million	1	
Appalshop Inc	Whitesburg	KY	United States	\$800,000	1	
Library Foundation	Louisville	KY	United States	\$756,200	33	
Logan County Public Library	Russellville	KY	United States	\$602,500	4	
LEXINGTON PUBLIC LIBRARY FOUNDATION	Lexington	KY	United States	\$424,928	15	
Simmons College of Kentucky	Louisville	KY	United States	\$350,000	2	

Showing 1 to 10 of 62 entries

\* These totals may include re-granted funds.



SHOWING GRANTS BY

Recipients

YOUR SELECTIONS  
Clear all

FUNDERS

Recipients by

Recipient Name

Louisville Fre

Appalachian

Chief Officers

Kentucky Dep

Transylvan

Appalshop In

Library Found

Logan County

LEXINGTON P

RECIPIENT

# Logan County Public Library

## Contact Information

## Identifiers

201 West 6th Street  
Russellville, KY  
United States

## GRANTS

Grants where recipient is Logan County Public Library to organizations based in Kentucky; starting in year(s) 2006 to present

Funder Name	Recipient Name	Year	* Dollar Value of Grant	Details
E. Rhodes & Leona B. Carpenter Foundation	Logan County Public Library	2013	\$500,000	
E. Rhodes & Leona B. Carpenter Foundation	Logan County Public Library	2006	\$50,000	
E. Rhodes & Leona B. Carpenter Foundation	Logan County Public Library	2007	\$50,000	
Monsanto Fund	Logan County Public Library	2015	\$2,500	

Showing 1 to 4 of 4 entries

\* These totals may include re-granted funds.  
\*\* Organizations that receive and make grants are included in this list.

Data Sources

Browse all subjects

MORE

62

Number of Recipients

Number of Grants

Details

124

12

4

3

1

1

33

4

15

**#8**

**You Don't Need To Know Someone  
To Get A Grant, But It Can Help You  
Get Your Foot In The Door**



**#9**

**The Proposal Is Typically  
Not The First Thing  
A Foundation Wants**

## **Tips For The Initial Approach**

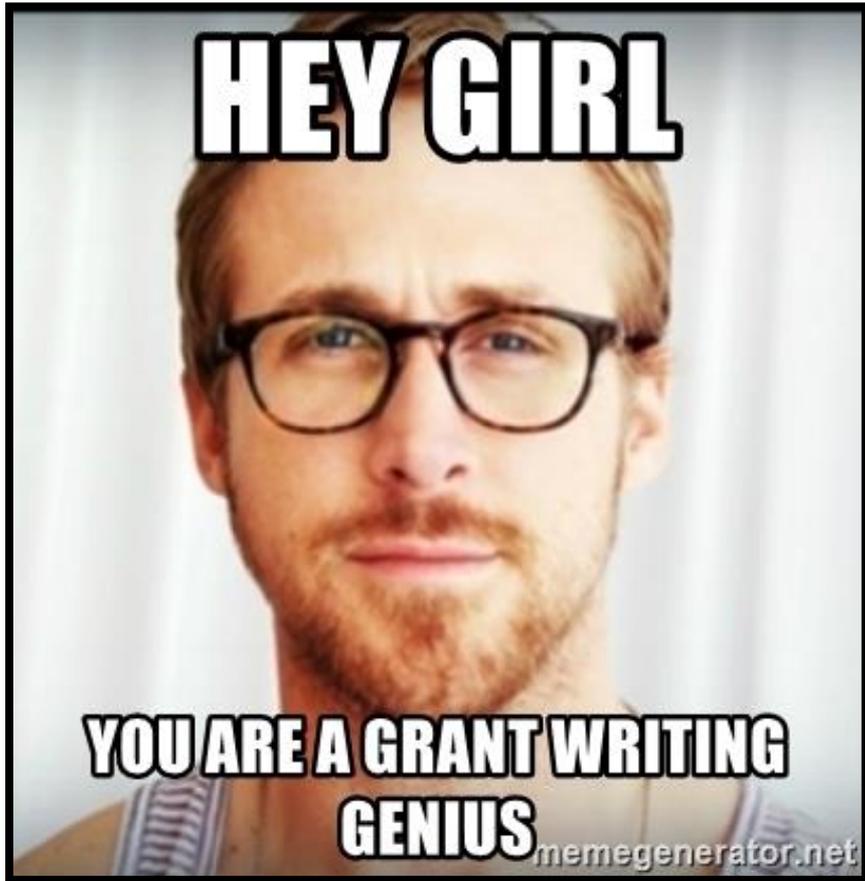
- ✓ If acceptable, try to make a telephone call
- ✓ Know who you're talking to and why
- ✓ Keep the conversation brief and to the point
- ✓ Try to utilize contacts if you have them

**#10**

**The One Size Fits All  
Approach Doesn't Work**

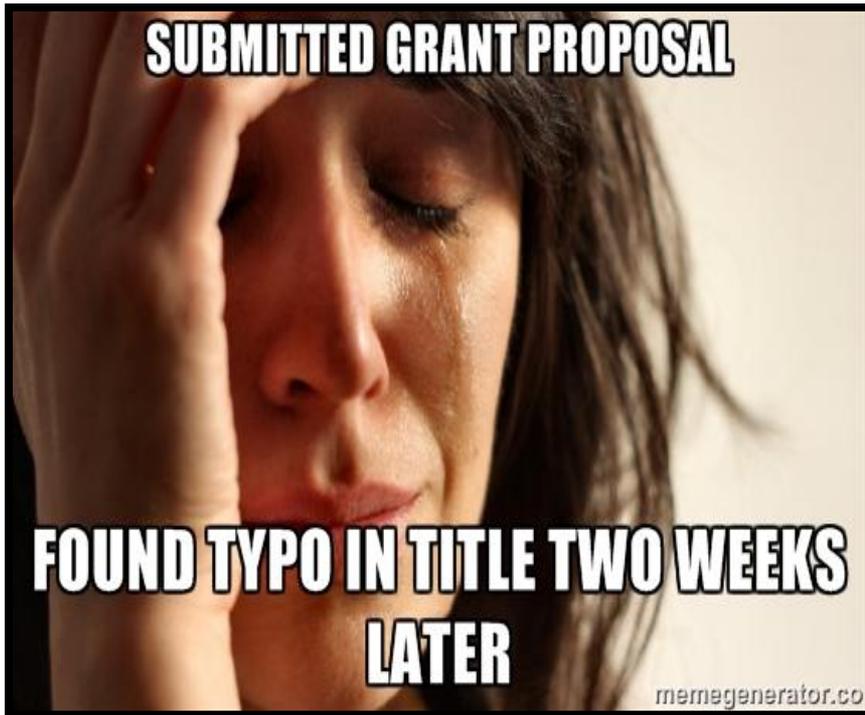


# My Top Places to Look for Grants



- Foundation Directory Online *\*subscription needed*
- [Programming Librarian](#)
- [Foundation for a Healthy Kentucky](#)
- [PLA website](#)
- Company websites – look for sections like “community”, “corporate information”, “giving”, or “donation request”

# My Real World Tips



- No shame in cutting and pasting – but be careful.
- Get a ~~poofreader~~ **proofreader**.
- Pay attention to the budget. Check your math!
- Read the grant requirements. Will they only award to a 501c3?
- When you find good stats, save them.

[Kentucky Center for Statistics](#)

[Kentucky Health Facts](#)

# { Free Resources }

## ***Introduction To Proposal Writing***

(Webinar)

<http://bit.ly/IntroProposalWritingFC>

## ***How To Cultivate Meaningful Relationships With Funders***

(Self-paced eLearning)

<http://bit.ly/CultivateFundersFC>

## ***How To Start Measuring Your Organization's Impact***

(Webinar recording)

<http://bit.ly/MeasureImpactFCRewind>



**GRANTSPACE**

a service of Foundation Center

**grantspace.org**



**Questions?**

**Email Susan Baier  
McCracken County Public Library  
sbaier@mclib.net**



**Thank you to the  
Institute of Museum and Library Services (IMLS)  
for sponsorship of this webinar.**

# Follow KDLA on Social Media!

**@KDLALibDev**



**KDLALibDev**



# SAVE THE DATE

Register on the [KDLA CE Events Calendar](#)

## **Library Link Up: Outdoor Programs & Events**

Thursday, February 7, 1-2 pm ET (12-1 pm CT)

## **35 Arts Programs in 60 Minutes**

Wednesday, February 20, 1-2 pm ET (12-1 pm CT)

## **Lettuce Meets Lard: Cookbooks and Diet RA**

Thursday, February 21, 10-11 am ET (9-10 am CT)

## **Newspaper Source & AltPress Watch**

Wednesday, February 27, 10-11 am ET (9-10 am CT)

## **Read BeTWEEN the Lines: How to Reach & Serve the Tweens in Your Library**

Wednesday, February 27, 2-3 pm ET (1-2 pm CT)

More webinars are available on our **Archived Webinars** page:

<https://kdla.ky.gov/librarians/staffdevelopment/kdlaarchivedwebinars/Pages/default.aspx>

# Thank you for attending!

**Susan Baier**  
**Director,**  
**McCracken County**  
**Public Library**  
[sbaier@mclib.net](mailto:sbaier@mclib.net)

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[KDLA.Certification@ky.gov](mailto:KDLA.Certification@ky.gov)